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With passing rate more than 98 percent from exam candidates who chose our Salesforce Rev-Con-201 Study Guide, we have full confidence that your Rev-Con-201 actual test will be a piece of cake by them. Our Salesforce Certified Revenue Cloud Consultant exam questions provide with the software which has a variety of self-study and self-assessment functions to detect learning results.

## Salesforce Rev-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Implementation Readiness: This section of the exam measures the abilities of Implementation Specialists and focuses on preparing an organization to deploy Revenue Cloud. It covers planning for licenses, permission sets, prerequisite feature toggles, and aligning stakeholders across clouds. The domain also includes defining a scope of work, building a project plan, and guiding implementation activities from configuration and testing through deployment and user adoption.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Configure, Price, Quote: This section of the exam measures the skills of CPQ Specialists and focuses on customizing product configurations using the Product Configurator tool. It includes applying pricing procedures to different business cases, validating product attributes, and generating precise customer quotes. The section also evaluates the ability to use Agentforce and other relevant tools to meet customer requirements effectively.</li> </ul>

Topic 3	<ul style="list-style-type: none"> <li>• Invoice Management: This section of the exam measures the abilities of Billing Specialists and covers the fundamental concepts and capabilities of Invoice Management. It includes implementing out-of-the-box solutions based on scenarios that involve generating, handling, and managing invoices as part of the organization revenue operations.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• Catalog Management: This section of the exam measures the skills of Product Catalog Administrators and covers understanding and applying the core concepts of Catalog Management. It includes selecting the correct out-of-the-box tools to structure and maintain a catalog and implementing catalog solutions based on given business scenarios to ensure accurate product organization and availability.</li> </ul>

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### Salesforce Certified Revenue Cloud Consultant Sample Questions (Q162-Q167):

#### NEW QUESTION # 162

What are the steps a user should take to Renew an Asset?

- A. Create Renewal Quote with Asset, Create Contract, Activate Contract
- B. Create Renewal Quote with Asset, Create Order, Create Contract
- C. Create Renewal Quote with Asset, Create Order, Activate Order

**Answer: C**

Explanation:

Explanation (150-250 words)

The Renewal process in Salesforce Revenue Cloud begins with creating a Renewal Quote based on existing Assets (representing active subscriptions or entitlements). The Renewal Quote inherits pricing, terms, and quantities from the current assets and allows for updates such as upsells or discounts.

Once the Renewal Quote is approved, it is converted into an Order, and upon Order activation, Salesforce automatically generates new Assets (and optionally renewal Contracts if managed through Subscription Management).

Therefore, the correct renewal flow is:

- \* Create Renewal Quote with linked Assets.
- \* Create Order from the Renewal Quote.
- \* Activate Order, triggering renewal assetization and lifecycle continuation.

Option A skips the order creation step, and option C incorrectly orders contract creation after the order but before activation.

Exact Extract from Salesforce Subscription Management Implementation Guide:

"Renewals begin with a renewal quote referencing active assets. When converted to an order and activated, Salesforce generates renewed assets and continues lifecycle tracking." References:

Salesforce Subscription Management Implementation Guide - Renewal Process Overview  
Salesforce CPQ Implementation Guide - Renewal Quotes and Orders  
Salesforce Revenue Cloud Data Model - Asset Lifecycle during Renewal

#### NEW QUESTION # 163

A customer reaches out to the Billing Operations of a company requesting to change their monthly billing date. Their current billing date is the 15th of each month, but the customer would like it changed to the 20th of each month. On the forthcoming cycle, the customer has also requested to move the billing date to April 22 for this month only.

Which steps should Billing Operations take to meet this request?

- A. The Billing Operations user should select the Billing Schedule Group(s) (BSG) for that asset, and change the parameters

on the transaction to the 20th for Billing Day of Month and to the 22nd of April for Override Next Billing Date by doing an inline edit.

- B. The Billing Operations user should process an Amendment canceling the existing Asset and creating a new Asset with the start date of 20th, and then update the Billing Schedule Group's Override Next Billing Date to 22nd April.
- C. The Billing Operations user should process a change order with Period Boundary Day on the Order Item as 20th and update the Override Next Billing Date on the Billing Schedule Group to 22nd of April by doing an inline edit.

**Answer: A**

Explanation:

Exact Extracts from Salesforce Billing Implementation Guide:

- \* "Billing Schedule Groups (BSGs) define how and when recurring charges are billed."
- \* "The Billing Day of Month field on the BSG controls the regular billing date for the customer."
- \* "Use the Override Next Billing Date field on the BSG to change the billing date for one cycle only without affecting future billing cycles."
- \* "Inline editing of BSG fields by users with appropriate permissions allows rapid adjustments to billing schedules without amending or recreating assets." Step-by-Step Reasoning:
- \* Requirement:
- \* Regular billing date change: from 15th # 20th each month.
- \* One-time exception for April: bill on April 22 only.
- \* Solution:
- \* Edit Billing Schedule Group (BSG):
- \* Set Billing Day of Month = 20 for future cycles.
- \* Set Override Next Billing Date = April 22 for one-time adjustment.
- \* These changes are performed inline without creating a new asset or amendment.
- \* Why A is correct: Meets both permanent and one-time date changes using existing fields in BSG.
- \* Why B and C are incorrect:
- \* B: Unnecessary amendment—no product or contract change required.
- \* C: "Period Boundary Day" is not used for recurring billing adjustments; it affects order period segmentation, not BSG behavior.

References :

- \* Salesforce Billing Implementation Guide - Billing Schedule Groups and Override Billing Dates
- \* Salesforce Subscription Management Implementation Guide - Billing Frequency and Date Adjustments

#### **NEW QUESTION # 164**

A medical device company manages its product information across multiple disconnected systems. Product specifications are stored in a dedicated Product Information Management (PIM) system, pricing is maintained in complex spreadsheets managed by the finance team, and sellable part numbers (SKUs) are mastered in the company's Enterprise Resource Planning (ERP) system. How should a solution architect use Revenue Cloud to solve the company's data synchronization problems and streamline the process from quote to ERP fulfillment?

- A. By creating custom objects in Salesforce to replicate the data structure of the PIM and ERP systems, and writing custom Apex triggers to keep the three systems aligned
- B. By using an integration platform to sync data from the PIM, the pricing spreadsheets, and the ERP into Salesforce nightly, overwriting the Salesforce catalog each time
- C. By establishing the Salesforce Product Catalog as the single source of truth for all commercial products, pricing, and bundle configurations, and ensuring that downstream ERP systems consume this data for order fulfillment

**Answer: C**

Explanation:

Salesforce Revenue Cloud recommends centralizing product, pricing, and configuration data within the Salesforce Product Catalog to act as the commercial system of record. This approach ensures that sales teams are quoting from a single, consistent catalog that reflects accurate SKUs, pricing, and configurations.

According to the Revenue Cloud Implementation Guides, this centralized model supports seamless quoting, bundling, discounting, and automated order and contract generation - all critical for streamlining the quote-to-cash process.

The ideal architectural approach is to establish Salesforce CPQ as the source of truth for all sellable items, with upstream data (e.g., from PIM and ERP systems) being normalized and integrated into the Salesforce Product Catalog, rather than allowing disparate systems to overwrite Salesforce data. This enables Salesforce to drive clean, validated quote generation, which can then be integrated downstream to ERP for fulfillment and invoicing.

Creating custom objects (as in option B) increases technical debt and complexity, while overwriting Salesforce data nightly (option

C) introduces risk, latency, and data integrity issues.

Exact Extracts from Salesforce Revenue Cloud Documents:

\* Salesforce CPQ Implementation Guide - "Product Catalog Best Practices": "Establish Salesforce CPQ as the system of record for commercial products, including pricing, configuration rules, and availability.

Use integration tools to populate product and pricing data from upstream systems such as ERP or PIM, ensuring consistency across quoting and order fulfillment processes."

\* Subscription Management Implementation Guide - "Data Model Alignment and Synchronization":

"Ensure a single source of truth for product data by leveraging Salesforce's product and pricing model.

External systems should consume rather than overwrite Salesforce product catalog information."

\* Billing Implementation Guide - "Integration Patterns for Order to Cash": "Salesforce should act as the authoritative quoting engine and drive orders into ERP for fulfillment. Product and pricing data should be managed in Salesforce to maintain quoting integrity."

References:

Salesforce CPQ Implementation Guide

Salesforce Billing Implementation Guide

Subscription Management Implementation Guide

Revenue Cloud Architecture Best Practices (Fall 2023 Release Notes)

### NEW QUESTION # 165

An issue is reported during User Acceptance Testing (UAT). Which initial steps should the implementation team take to ensure efficient resolution and proper resource allocation?

- A. Assume it is a legitimate defect and assign any identified issue directly to the development team so they can fix and deploy the solution.
- **B. Conduct root cause analysis for the issue to determine if it's a legitimate defect, a user training gap, or a new feature request, then route it to the appropriate team.**
- C. Prioritize the issue based solely on its impact on project timelines, fixing any issue that is easy to fix and deferring any deep investigation into its root cause.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Salesforce project methodology and Revenue Cloud implementation guidance state:

\* "All UAT issues must undergo root cause analysis to determine whether the issue is (1) a defect, (2) a user training need, or (3) a new requirement or enhancement."

\* "Only after classification should the issue be assigned to development or another appropriate team." This ensures that actual defects are addressed while avoiding unnecessary development work and preventing incorrect assumptions.

Why other options are incorrect:

\* Option A skips the mandatory triage step.

\* Option B discourages root cause analysis and is not aligned with Salesforce UAT processes.

References: Salesforce Implementation Guide - UAT Best Practices; Issue Classification and Triage Procedures.

### NEW QUESTION # 166

A customer needs to migrate existing active subscriptions from Salesforce CPQ to Revenue Cloud.

What should the customer do to accomplish this?

- A. Convert the subscriptions to assets using the Initiate Amendment Action API.
- **B. Convert the subscriptions to order lines and use the Create or Update Asset From Order Item Action API.**
- C. Convert the subscriptions to orders and create assets using Place Sales Transaction API.

**Answer: B**

Explanation:

Explanation (150-250 words)

Core requirement: Move active CPQ subscriptions into Revenue Cloud's asset-centric model so downstream processes (amendments, renewals, billing) work natively.

Key factors:

\* In Revenue Cloud (Subscription Management), Assets are the system of record for what the customer owns/is entitled to.

\* Standardized Action APIs support creating and updating assets from Order Items, preserving lineage (order # asset) for future



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